

Historic, Archive Document

Do not assume content reflects current scientific knowledge, policies, or practices.



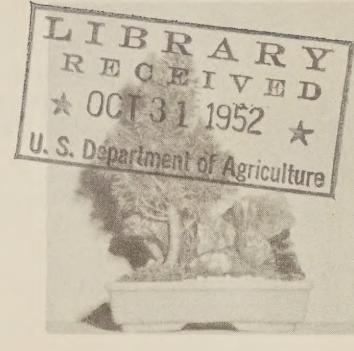
NATIONAL NURSERY SUPPLY

Live Miniature Ming Trees Bought and Sold

TREE SEEDS—IMPORTED AND DOMESTIC

METAL AND CERAMIC PLANTERS

8463 South Van Ness Avenue, Inglewood 4, California



A SPECIAL MESSAGE FROM JOHN KIKTAVI, General Manager

Dear Friend:

I've just finished going over the mail I've received during the past few weeks and when I came across yours -- I wondered why I hadn't heard from you. I wish it were possible for you to sit at my desk and read some of the letters that I get from folks just like yourself. As you would read, you could see the joy and excitement that these miniature trees bring to everyone.

FOR EXAMPLE: Mr. Chester Conklin of Pennsylvania is so thrilled over the profit possibilities that he's already made a "deal" with three other folks to grow miniature trees exclusively for him on a share-the-profit basis. He has a number of Florists all set to distribute and he can see a big future ahead....

THEN there's Mr. Unger who writes to me asking for a list of people that are growing these trees from whom he could purchase a number....

REVEREND McDONALD of Illinois writes: "Thank you for this wonderful opportunity. I think you are doing a fine work — helping people to enjoy something that is so worthwhile. I have my home loaded with plants — over 100 fruit trees alone! I'm raising them now to sell to others so you see I am grateful for all your help because I know you have all the necessary information."

and Mrs. Reed of Ohio who is the envy of all her friends because of the beautiful miniature date palm tree she developed herself from seed. And Mrs. Stoew sand of Calif. who is thrilled because even the leaves on her miniature peach trees are tiny!

AND THEN THERE ARE ANOTHER CLASS OF LETTERS perhaps one of these includes the reason why YOU haven't answered my last letter....

.....these are enthusiastic letters from people that want to start growing these miniature trees -- BUT -- even though the cost of the complete plan is more than reasonable -- they find it difficult to spare even this small amount. And so they asked if I could help them get started by spreading the cost over a longer period of time so that they could handle it easier.

I picked up a handful of these letters and went straight to our credit manager. "How about it?" I asked him. At first he shook his head and then I pointed out that our own future success depends on our co-operation with you.. since -- indirectly -- to some extent-- you might say we're partners....

SURE.... our profit is in direct proportion to the degree of success which comes TO YOU and other men and women whom we help to start because our big profit comes from REPEAT sales for seeds, Magic-Grow Compound, Ceramic Planters....AND IN PARTICULAR -- THE BUYING AND SELLING OF MINIATURE TREES!

(Turn the page over please)

NOW HERE'S THE PLAN I PROPOSED. ONLY \$3.00 WILL START YOU! Certainly that is within the easy reach of anyone. Now there could be no further reason for anyone to delay. You too can start to enjoy this sensational, fascinating hobby or you can get ready to CASH IN from sales of miniature trees. So you see -- by helping you -- we help ourselves. The plan is good. It makes sense!

Well, I hit the nail on the head. Our credit manager had to admit that I had a strong point. But as usual-- credit managers are hard-heads. They're cautious -- they move slow. Right away he presented the extra cost of bookeeping and other expenses. But to make a long story short -- I GOT HIM TO AGREE TO TRY IT. Now the rest is up to you.

AFTER ALL -- IT'S NOT REALLY A SALE. It's just a good faith deposit. The real object is to put the complete plan into your hands for your personal examination -- for your personal reading. It is my definite policy to LET THE MINIATURE TREE PLAN SELL ITSELF! I'm downright proud of the simplicity and completeness of our plan and so many people share my enthusiasm that I know if I can just help you get started -- the plan will do the rest. On the other hand if you weren't completely satisfied, you could still return the entire plan within 7 days for a full refund, so it really didn't matter whether you put up a ten dollar deposit or a three dollar one. The important thing was to "LOOK" the entire plan over.

You can see for yourself how you can easily grow these living wonders. I'll teach you every secret -- the secrets that the Japanese guarded under the penalty of death. I'll show you how to plant and cultivate these "giants in miniature" for less than 5¢ each and only a few minutes daily attention. It's that outstanding -- you can grow 10 - 20 - 50 - 100 - yes, even a 1000 right in your own home in spare time. IT'S JUST LIKE PUTTING MONEY IN THE BANK -- the longer you keep these trees -- the more they are worth!

If you wanted to buy one of the decorative, dead "Ming" trees that are so popular now, you would expect to pay at least \$12.00 - \$20 or even \$50 for a single one -- wouldn't you? That's right because dead "Ming" trees are in great demand as inside-the-house decorative pieces.

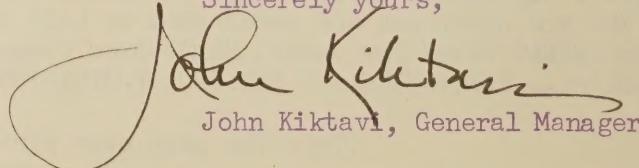
THINK IT OVER. If these dead imitations cost so much -- just imagine what the ACTUAL REAL-LIFE LIVING TREE WOULD COST! You're right again -- not only is it worth more -- but there is a greater demand for it!

I know this sounds unbelieveable -- but it's possible because the Japanese and Chinese have been doing it for centuries -- hundreds of folks just like yourself are doing it -- AND SO CAN YOU! It's amazing -- but true.

This is the last time that I can write to you. No -- it isn't that I feel independent -- not in the least. It's just that I have nothing else to offer you. I've told you about it -- I've made it easy for you on this new payment plan -- I've even shown you what others think of my plan -- what more can I do?

The rest is entirely up to you. This is your last chance to be first. I'm going to hold the special offer open in your name for 15 more days. The thing to do -- RIGHT NOW -- is to fill out the enclosed order form and mail it with your remittance AT ONCE. You'll thank me for acquainting you with something that is so worthwhile -- something that you will enjoy. May I hear from you?

Sincerely yours,



John Kiktavi
John Kiktavi, General Manager